



Law Student Resources Committee

NETWORKING ADVICE FOR LAW STUDENTS

Identify your networks

- Who do you know?
- Who do they know?
- How can you leverage those connections?

Make a working list of potential connections and folks you've made contact with

- Record relevant information like the contact's practice areas, where you met, interesting facts you discussed, and any follow up communications you've made

Always remember that networking is about developing relationships — not getting a job!

- Ask for informational interviews and show a genuine interest in getting to know more about the contact.
- Don't ask for a job, and don't offer your resume unsolicited.

Don't let connections go stale!

- Be sure to follow up with new contacts.
- Consider sending an email that includes where you met the contact and a quick reference to your discussion.

EX: "It was great to meet you at the family law CLE at the Bar Center yesterday. I had a good time learning about your practice, and I appreciate you taking the time to talk to me about what I should expect after law school. I've attached my resume, as you requested. Thanks again for taking a look at it. I look forward to hearing from you."

If you struggle with small talk, PRACTICE!

- Go ahead and craft an elevator pitch (which is a short description of yourself and what you do).
- Be ready with questions about the other person:
 - Where are you from?
 - What do you do? Do you like it?
 - Why did you enter that profession?
 - What do you like to do for fun?
- And when all else fails, talk about the weather and traffic. These topics are seemingly boring, but endlessly relevant.

Remember — your professional brand starts in law school.

- Take time to get to know your law school classmates, professors, and staff now because they form the bulk of much of your professional network for three years and could be a pool for referrals once you start practicing.